



Governor Donald Carcieri signs the Regulatory Flexibility Act into law. Looking on are (from left) Thomas M. Sullivan, Chief Counsel, SBA Office of Advocacy, Michael Barrera, SBA National Ombudsman, and State Senator Leo R. Blais, the bill's author.

## Rhode Island acts to support small business

Rhode Island small businesses will face a friendlier regulatory environment, thanks to legislation signed into law by Governor Donald Carcieri. The new law gives small businesses a voice in the state's regulatory process.

The Rhode Island Regulatory Flexibility Act (S-3233), authored by State Senator Leo R. Blais of Coventry, implements elements of small business friendly regulatory legislation put forward as a model by the SBA Office of Advocacy. Similar to the federal Reg Flex act, it encourages entrepreneurial success by requiring state agencies to consider the impact of their policies on small business before they issue final regulations.

The model legislation is pending in 11 states. In the past year Reg Flex legislation has been enacted in six other states.

## SBA and SCORE host annual Small Business Night at McCoy Stadium

*More than 400 Rhode Island military families recognized*



PawSox catcher **Kelly Shoppach** poses with (from left) SBA Acting Regional Administrator **Mark S. Hayward**, Acting District Director **Stephen D. Umberger**, Rhode Island Small Business Person of the Year **Henry Seemore**, Major General **Reginald Centracchio**, Adjutant General of the Rhode Island National Guard, **John Ricottilli, Jr.**, Chair of the R.I. Committee, Employer Support of the Guard and Reserve, Navy Chief Petty Officer **Paul Nedwick** and Rhode Island Army National Guard Captain **Jeffrey Kurtis**.

The SBA and SCORE: *Counselors to America's Small Business*, hosted Small Business Night at McCoy Stadium in Pawtucket, R.I. on August 19th. More than 400 members of Rhode Island's military and their families were guests at a pre-game barbecue. Tickets for the military families were provided through generous donations from the Rhode Island business community.

"This annual event is a means of recognizing the sacrifices made not only by our military

families, but also their employers who are often small business owners," said Stephen D. Umberger, Acting Director of the Rhode Island District Office. "I thank the military families for their service and the small business owners for their support. The Small Business Administration can assist small businesses that suffer economic impact as a result of the call up of their military employees," Umberger added.

The evening began with an all-you-can-eat barbecue featuring hot

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# Small Business Night at McCoy Stadium



(From left) SBA summer intern Kristyn Jodat sang the National Anthem prior to the game. Navy Chief Petty Officer Paul Nedwick and his daughter Sarah enjoyed the pre-game barbecue. The SCORE and SBA logos were prominently displayed on the center field video board.



(From Left) Military families and members of the small business community enjoyed the pre-game barbecue. The center field bleachers offered a great view of the game. "Paws," the Pawtucket Red Sox mascot, thanked Kristyn Jodat after she sang the National Anthem.

## Small Business Night (continued from Page 1)

dogs, hamburgers and baked chicken, followed by the baseball game between the Pawtucket Red Sox and the Buffalo Bisons.

Prior to the game, SBA summer intern Kristyn Jodat sang the National Anthem. Captain Jeffrey Kurtis of the Rhode Island Army National Guard threw out the ceremonial first pitch.

SCORE coordinated the military attendance through family support organizations from the National Guard and Navy. Each of the five military services had family members in attendance.

"SCORE truly appreciates the generosity and patriotism of the individuals, businesses and organiza-

tions that made this celebration possible," said John McLaughlin, SCORE Chapter Chair. "They donated more than \$11,000 to purchase tickets for the military families," McLaughlin said.

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 Development Center





Stephen D. Umberger

## From the District Director's Desk

I am pleased to be here in Rhode Island as the acting district director. Since my arrival last month, I have had the opportunity to meet small business owners, state officials, and SBA lenders and resource partners.

The Rhode Island small business community is truly fortunate to have so many dedicated professionals, not only in the SBA district office, but also among our partners at SCORE, the Rhode Island Small Business Development Center, and the Center for Women & Enterprise. The SBA lending partners here in Rhode Island are truly committed to providing the access to capital that entrepreneurs need to start and grow their small businesses.

As we approach the end of the federal fiscal year, it appears that the Rhode Island District Office is on track to exceed last year's record for the number of loans guaranteed by the SBA. The number of training and counseling sessions conducted over the past year is also very impressive.

The Small Business Administration is also reaching out in a new direction as part of the President's Faith-based and Community Initiative.

Faith-based and community organizations can play an important role in helping the SBA identify, train, and finance the entrepreneurs whose businesses will bring jobs and hope to economically distressed communities all across the Nation.

The President issued Executive Order 13342 on June 30, 2004 creating the Center for Faith-based and Community Initiatives at the SBA. As part of its mandate, the Center will help groups and individuals learn about and access SBA programs which enable them to better

serve their communities. The Center will ensure that faith-based and community organizations have equal access to SBA programs consistent with the law, and will reach out and educate faith-based and community organizations about SBA programs and benefits.

It is my hope the SBA here in Rhode Island can partner with other federal agencies in the state to help the organizations compete on a level playing field with secular groups, large and small.

To find out more about Faith-based and Community Initiatives, visit the Web site link at [www.sba.gov/fbci](http://www.sba.gov/fbci).

There are many activities on the horizon. The Rhode Island Minority Enterprise Development Week celebration will take place in December. In a few weeks we will be seeking nominations for the 2005 Small Business Week Awards. Details about these important events will be released soon.

## Subscribe to electronic *SBA Communicator*

The Rhode Island District Office is in the process of converting the *SBA Communicator* to an entirely electronic publication. The move to the full-color electronic version is necessitated by increased paper and printing costs and the recent decrease in district office staff.

Approximately half of the subscribers have already made the switch to the electronic version. Subscribing to the electronic version is easy and takes just a few minutes. Simply go to the SBA national Web site, [www.sba.gov](http://www.sba.gov) and look for the "other SBA subscriptions" link in the left hand column of the home page.

On the subscription page, scroll down and check the box next to Rhode Island Newsletter, go to the bottom of the page and type in your name and e-mail address. You will then receive a confirmation request.

Each month subscribers receive an e-mail message with a hotlink to the newsletter. Subscribers just click on the link and see the color version of the newsletter. Attachments and large files are never sent to subscribers. The newsletter can be saved, printed or electronically distributed to co-workers or friends.

## Women's Business Centers reauthorized

Congressional legislation that reauthorized the SBA's Women's Business Centers has been signed into law by President Bush.

The bill provides approximately \$4 million in sustainability grants to women's business centers across the country.

The Center for Women & Enterprise is the WBC in Rhode Island.

"We are going to work hard to make sure women entrepreneurs have the tools and resources at their disposal so that their businesses can grow and prosper," said SBA Administrator Hector V. Barreto.

## Centralized processing for 504 loans speeds approval time

The U.S. Small Business Administration's effort to streamline its loan processing operations by centralizing the task in a single center has been a major success, allowing the agency to commit more of its employees in its field office network to working directly with small business clients across the country.

The centralization of processing functions for the Certified Development Company, or 504 loan program, begun as a pilot 17 months ago in Sacramento, allowing the agency to process more loans with fewer staff in less time.

As of Aug. 31, the 504 Sacramento Processing Center has processed more than 3,284 loan applications and approved more than \$1 billion, with an average processing time of about two days, easily surpassing the original goal of six days.

"Consistency, an improved process and higher efficiency are at the core of the 504 Sacramento Processing Center," said SBA Administrator Hector V. Barreto. "Prior to opening the Sacramento center, we had more than 70 staffers processing 504 loans in field offices nationwide. Now we do an even better job with only 15 employees. This improved efficiency has allowed us to free up district-office resources and personnel to increase assistance to a greater number of small businesses, and it has allowed more district office staffers to focus on marketing and outreach."

The effort began in March 2003 as a pilot program aimed at achieving higher efficiency in processing 504 loan applications by centralizing the processing operations of three district offices. In light of its initial success, the SBA has added the processing work from 80 district and branch offices to the 504 processing center over the past three months. The last eight district and branch offices are expected to be centralized by September.

The success of the 504 Sacramento Processing Center has been such that the National Association of Development Companies and the 504 trade association, has expressed strong support for the centralization effort. The 504 loan program is experiencing a record-breaking year for loan volume, with 7,449 small business loans worth \$3.57 billion approved so far in the current fiscal year.

### SBA and Hispanic Chamber join forces

The SBA has signed a strategic alliance memorandum with the U.S. Hispanic Chamber of Commerce. The agreement is an effort to make more resources, education and training available for the long-term success of Hispanic small businesses across the country.

The SBA and USHCC have agreed to collaborate to increase lending to Hispanic small businesses; increase awareness of SBA programs and services among Hispanic-owned small businesses; increase trade opportunities; and increase participation in SBA's procurement programs.

The agreement will remain in force until December 31, 2006.

### Rhode Island Small Business Advocacy Council to host Latino Business Expo

The Rhode Island Small Business Advocacy Council will host the second-annual statewide Latino Business Expo. The event is sponsored by the SBAC, and the Rhode Island Small Business Development Center in cooperation with the Hispanic American Chamber of Commerce and Progresso Latino.

The first expo drew more than 75 exhibitors and more than 400 attendees.

The expo will be held on October 15 from 5 to 10 p.m. at Rhodes-on-the-Pawtuxet in Cranston. Registration is \$5.00 per person, children are free.

In addition to the exhibitors, the event will feature live Latin music and food. To register, contact Adriana Dawson at the RISBDC at (401) 232-6923.

*For a listing of workshops and events visit the SBA Rhode Island Web site:*  
**[www.sba.gov/ri](http://www.sba.gov/ri)**

## New online application for SBA 8(a) program simplifies certification

The SBA has unveiled a new electronic online application that will make it easier, faster and less expensive for small companies to apply for 8(a) Business Development and Small Disadvantaged Business certification directly from SBA's Web site.

The new automated application will substantially reduce the time and cost burdens imposed on small businesses applying for certification.

The 8(a) Business Development Program helps small businesses owned, controlled, and operated by socially and economically disadvantaged individuals by providing management, technical, financial, and federal contracting assistance with the aim of assisting these entrepreneurs to create viable businesses. About 8,300 companies are presently certified in the 8(a) program. During Fiscal Year 2003, \$9.56 billion in federal contracts were awarded to companies participating in the program.

The application is 100 percent Web-based, allowing applicants to apply without downloading any software or plug-ins, replacing a four-page written application that required substantial supporting documentation. The online application incorporates features including context sensitive help, real-time validation, printer-ready versions and integrates with the Central Contractor Registry (CCR). For more information visit the SBA Web site at [www.sba.gov](http://www.sba.gov).



Marilyn Bogue, Team Leader for Economic Development, explains the benefits of the SBA 504 Loan program to Rhode Island lenders during a recent meeting with Community Development Corporations.



## Small Business Reports

### Report identifies small business economy factors

The underlying factors that influence the nation's small business economy in 2001-2002 are contained in a new report.

"In 2000 the late nineties' artificial high-tech bubble burst, and the economy tumbled into recession by early 2001," said Dr. Chad Moutray, chief economist for the Office of Advocacy. "The shocks continued with the terrorist attacks and corporate scandals. But, our economy showed its resilience as many economic indicators pickup in 2002," Moutray added.

The current edition of *The Small Business Economy: A Report to the President*, presents an in-depth analysis of patterns in small business financing and of federal small business procurement spending.

### Small business economy improves in second quarter

Economic conditions for small business improved in the second quarter of 2004, according to a report issued by Advocacy.

*Quarterly Indicators: The Economy and Small Business*, shows proprietors' income increased at an annualized rate of 14.8 percent and the National Federation of Independent Business optimism index remained in record high territory.

The report draws on a variety of data sources to describe the economic conditions faced by small business, which account for a significant portion of the overall economy.

The report notes that interest rates remained low while the rate for small business loans of less than \$100,000 averaged 4.2 percent.

Office of Advocacy reports may be viewed at [www.sba.gov/advo](http://www.sba.gov/advo)





## Rhode Island Success Story

### Urgent Medical Care *Cumberland, Rhode Island*

There is never a convenient time to have a medical emergency, but if you need to see a doctor right away, and your primary care physician is unavailable, Urgent Medical Care is ready to help you. Urgent Medical Care centers are located on Putnam Pike in Smithfield and Mendon Road in Cumberland. The centers are open 16 hours a day, seven days a week for those unanticipated health care needs.

The Urgent Medical Care centers are owned by Dr. Daniel Halpren-Ruder, a board certified emergency medicine physician.

He graduated from Tulane University Medical School in New Orleans in 1978 and trained with former presidential candidate Howard Dean. He was an emergency room doctor at Day Kimball Hospital in Putnam, Conn. for a year before coming to Rhode Island to be an emergency room doctor at the former Woonsocket Hospital (now Landmark Medical Center). Over the 15 years that he worked in Woonsocket, Dr. Halpren-Ruder became director of the emergency room and was the first doctor in the state to own an emergency room practice by taking over the emergency room in Woonsocket.

Dr. Halpren-Ruder left the hospital in 1997 to pursue his vision of building a network of urgent care facilities. He poured most of his own money into building the first Urgent Medical Care in Smithfield that opened its doors in January 1998. Four years later, Dr. Halpren-Ruder wanted to open a second facility in Cumberland. Even though the Smithfield Urgent Medical Care Center had been opened four years, lenders still considered the proposed new facility a start-up because Dr. Halpren-Ruder used his own equity to start the first operation. And thus there was no credit history for the business. The U.S. Small Business Administration came to the rescue by providing Dr. Halpren-Ruder with a 7(a) loan guarantee through Sovereign Bank. As a result, the Mendon Road location opened in May 2002. Both facilities are very busy. The Smithfield location had over 25,000 visits last year and the Cumberland location had over 18,000 visits.

"The SBA was very useful to us," said Dr. Halpren-Ruder. "We needed the funding to start the Cumberland facility and the SBA was there to help us when we needed it the most," the doctor added.



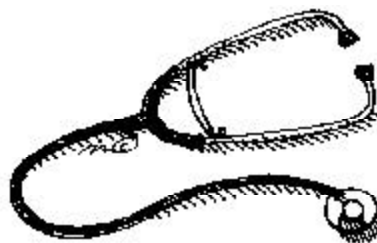
**Dr. Daniel Halpren-Ruder and his staff at the Urgent Medical Care facility in Cumberland.**

Urgent Medical Care staff has grown from 10 full- and part-time employees when the Smithfield facility opened to 80 full-time employees today.

Society is now "24/7" and health care is now a part of that scenario. People expect health care on demand. There is a definite need for alternative sites to care for individuals with unanticipated health care needs. Urgent Medical Care fills that demand by being an adjunct to primary care physicians. They are open from 7 a.m. to 11 p.m. seven days a week, year round (they are closed on Thanksgiving and Christmas).

Urgent Medical Care pioneered the process of notifying the primary care physicians of patients who visit their facilities. The primary care physicians can then be aware of the treatment provided by Urgent Medical Care to their patients.

Dr. Halpren-Ruder said many people are not aware that using the urgent care facilities saves money. Co-payments for visiting a hospital emergency room are much higher than visiting an urgent care facility, because the co-pay is usually the same as that charged for an office visit. Treatment at an urgent care facility is often more readily available than a doctor's appointment.



# Rhode Isl and SBA Bank Rank

*FY04 7(a) Approved Loan Volume by SBA Lenders and Number of Loans 10/1/03 to 8/31/04*

1. Citizens Bank of Rhode Island	687	\$26,677,294
2. BankRI	63	\$11,335,800
3. The Washington Trust Co.	62	\$12,626,350
4. Coastway Credit Union	48	\$8,887,000
5. Sovereign Bank New England	40	\$4,655,500
6. Fleet Bank	36	\$3,427,600
7. First Federal Savings Bank	34	\$5,462,500
8. Capital One F.S.B.	15	\$510,000
9. Freedom National Bank	12	\$1,692,500
10. Independence Bank	10	\$4,160,000
11. Home Loan and Investment Bank	6	\$555,000
12. Greenwood Credit Union	4	\$535,000
13. CIT Small Business Lending	3	\$2,446,000
14. Minority Investment Development Corp.	3	\$296,000
15. UPS Capital Business Credit	2	\$490,000
16. Business Lenders LLC	1	\$591,000
17. Bank North, N.A.	1	\$555,000
18. Pitney-Bowes Small Business Lending	1	\$528,728
19. Business Loan Center	1	\$325,000
20. First Trade Union Bank	1	\$300,000
21. Bank of Fall River	1	\$225,000
22. Business Dev. Co. of Rhode Island	1	\$200,000
23. Compass Bank for Savings	1	\$200,000
24. Domestic Bank	1	\$123,000
25. Stearns Bank, N.A.	1	\$120,000
26. Fall River Five Cent Savings Bank	1	\$100,000
27. Innovative Bank	1	\$5,000
28. BankNewport	0	
29. Bristol County Savings Bank	0	
30. Centreville Savings Bank	0	
31. Coventry Credit Union	0	
32. Danvers Savings Bank	0	
33. G.E. Capital Small Business Finance Corp.	0	
34. NewportFed	0	
35. Slade's Ferry Bancorp	0	
<b>Sub-Total:</b>	<b>1037</b>	<b>\$87,029,272</b>

## Ocean State Business Development Authority

*Ocean State Business Development Authority is a Certified Development Company licensed by SBA. The following lenders approved first mortgage financing on economic development projects, thereby facilitating the 504 loans listed below through 8/31/04.*

Lender	Number Loans	SBA Debenture	Total Project
UPS Capital Business Credit	3	\$861,000	\$2,071,000
Washington Trust Company	2	\$1,945,000	\$6,030,000
bcp bank	2	\$1,551,000	\$4,200,000
Bristol County Savings Bank	2	\$666,000	\$1,605,000
Coastway Credit Union	1	\$542,000	\$1,500,000
Fleet Bank	1	\$1,216,000	\$5,200,000
Sovereign Bank	1	\$527,000	\$1,275,000
Citizens Bank	1	\$373,000	\$918,700
Bank RI	1	\$99,000	\$270,000
<b>Total 504 Loans</b>	<b>14</b>	<b>\$7,780,000</b>	<b>\$23,069,700</b>

**Total Loans 1051 \$94,809,272**

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**[www.sba.gov/ri](http://www.sba.gov/ri)**

**Strrrrrrrrrr-ike!!!**



Captain Jeffrey Kurtis of the Rhode Island Army National Guard fires the ball to home plate for the ceremonial first pitch during the SBA/SCORE annual Small Business Night at McCoy Stadium.